



Simplifying the Connected Product, & Service Journey

Dec 14, 2023

INNOVATIVE SOLUTIONS FOR INDUSTRIAL AND COMMERCIAL IOT

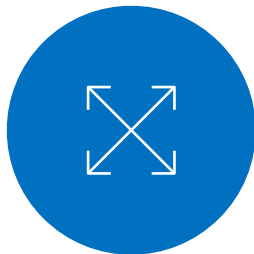


Design

Develop

Manufacture

Integrated &
scalable **devices**
and **services**



50+

years of
experience

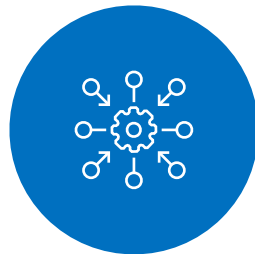
Secure &
managed
IoT connectivity



>100

million
devices
worldwide

Bespoke solutions
across multiple
high-growth industries



125+

patents
awarded



Reduce OEM warranty costs



Reduce field service costs
for service providers



Adapt and automate regulatory
and compliance solutions



Disruptive business models
from solutions providers



Increased customer engagement
and business agility to respond
to changing market conditions

MultiTech products
simplify the Connected
Product, Connected
Service journey for
OEM's, Service and
Solutions providers

MultiTech's Products Simplify the Journey

Applications

MULTITECH

- SaaS Integration
- Edge Intelligence
- Edge Connectivity
- End Points

Our standard and customized wireless sensing and communication products use proven, standards-based technologies and open architectures to simplify the creation of connected products and connected services, reducing time, risk and effort for our customers.

LoRa

OnGo

Lte

5G

Bluetooth BLE

Smart Buildings/Retail



Energy



Healthcare



Transportation & Logistics



MultiTech Overview

HQ Minnesota, USA

Locations USA (HQ), Canada (Engineering and operations), UK, DE, JP (Representative office), Global Manufacturing in US, CA and five Southeast Asian locations.

Ownership Private Equity (Northlane Capital Partners, LLC)

Established 1970

Technology LoRaWAN, Bluetooth, Public and Private cellular, Sensing and sensor integration, Cloud SaaS

Deployment Over 120 million devices worldwide

Industry LoRa Alliance, 3GPP, CBRS Alliance, Entelec,

Associations Global Certification Forum (GCF), IoT M2M Council (IMC)

Quality ISO 9001, ISO 13485, UL, CSA, CE, UKCA,

Standards IPC manufacturing standards, NIST Cybersecurity Framework

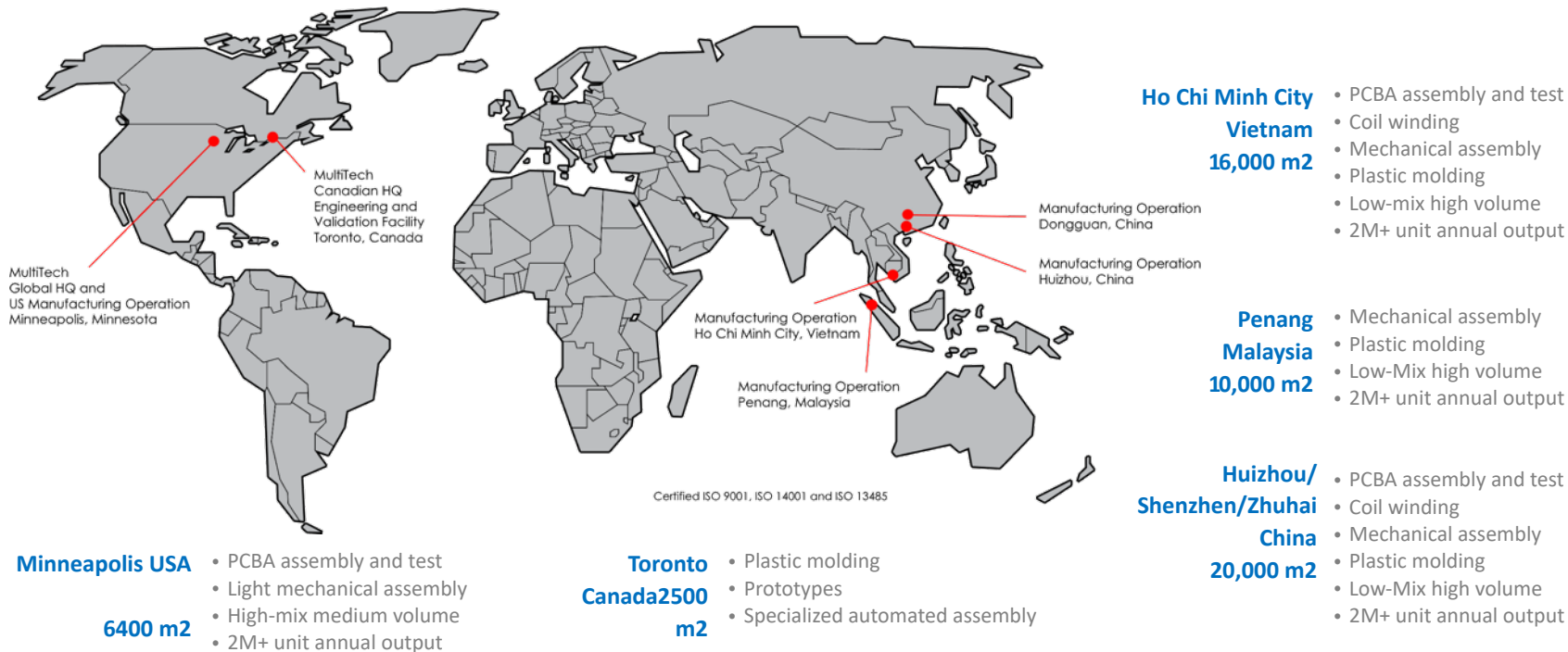
Engineering

- In-house software, hardware and mechanical design and development
- In-house EMC, Safety, and RF test labs



Global Manufacturing Footprint

Our U.S. and global manufacturing agility enables us to work in partnership with our customers at any volume. We deliver to your business requirements, from off-the-shelf to pre-configured product or fully customized solutions.



Gateways, Routers & Modems Portfolio

Cellular, LoRaWAN, Wi-Fi, BLE and wired connectivity assets – OEMs, Service Solutions & Enterprise digitization of assets & processes

Edge Intelligence [Gateways & Routers]



Edge Connectivity [Modems]



Modems & Routers

Reliable and long-lasting solutions

Cellular USB Dongles



QuickCarrier® USB-D
MultiConnect® microCell

- 4G Cat. M1, Cat 1
- 3G (HSPA+)
- Designed and built for OEM quality M2M connectivity
- USB powered
- Connection Manager
- Certified and carrier approved

Serial Modems



MultiConnect® eCell

- 4G/LTE Cat M1, 3, 4, 3G (HSPA+)
- 2G (GPRS)
- Serial and/or USB
- Connection Manager
- Certified and carrier approved

4G-LTE Routers



MultiConnect® rCell

- 4G/LTE Cat M1, 3, 4, NB-IoT
- 3G (HSPA+)
- 2G (GPRS)
- Ethernet and Serial
- Optional GPS and Wi-Fi®/Bluetooth®
- Certified and carrier approved



Ethernet Bridges



MultiConnect® eCell

- 4G/LTE Cat 4 with 3G HSPA+ fallback
- Add cellular connectivity to wired assets
- Wireless failover
- 1 Ethernet LAN port
- Certified and carrier approved



INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



Design

Develop

Manufacture

[®] **MultiConnect Conduit™** LoRaWAN Gateways & Base Stations



Industrial

Good for:

- Indoor industrial settings
- Custom configurations
- Multi-connectivity use-cases



Macro

Good for:

- Outdoor IP67 use cases
- Ruggedized high reliability
- Extended outdoor coverage

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



Design

Develop

Manufacture

Global Robot biz

: Serving robot, Delivery robot, Guide robot, Disinfection robot to sterilize



- Has been supporting from 2021 and started MP from beginning of 2023 for global market.
- Use MTCM2-L4G1D-B03
- Plan to expand to EU, Middle East and Japan.

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



Design

Develop

Manufacture

Solar Panel Monitoring in US



- Has been supporting from 2022 and under developing and plan to start MP in the end of 2023.

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



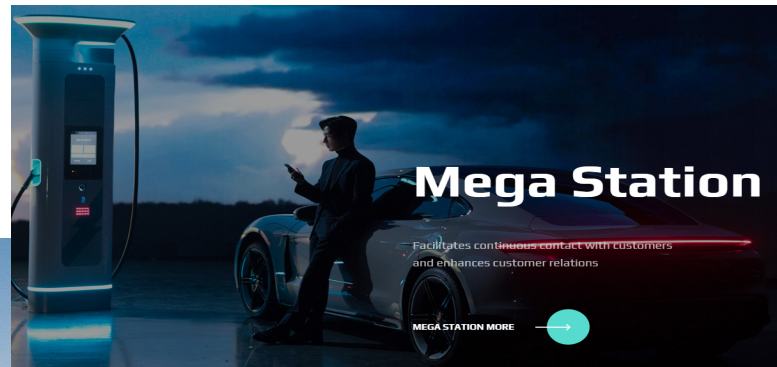
Design

Develop

Manufacture

EV charger in the US and EU

MULTITECH



- Has been supporting from 2022 and completed UL, Safety and all the other certifications with their EV chargers, taken 10 months.
- Use router, MTR-MNG2-B07-WW.
- Applied to both Slow and Fast charger.

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



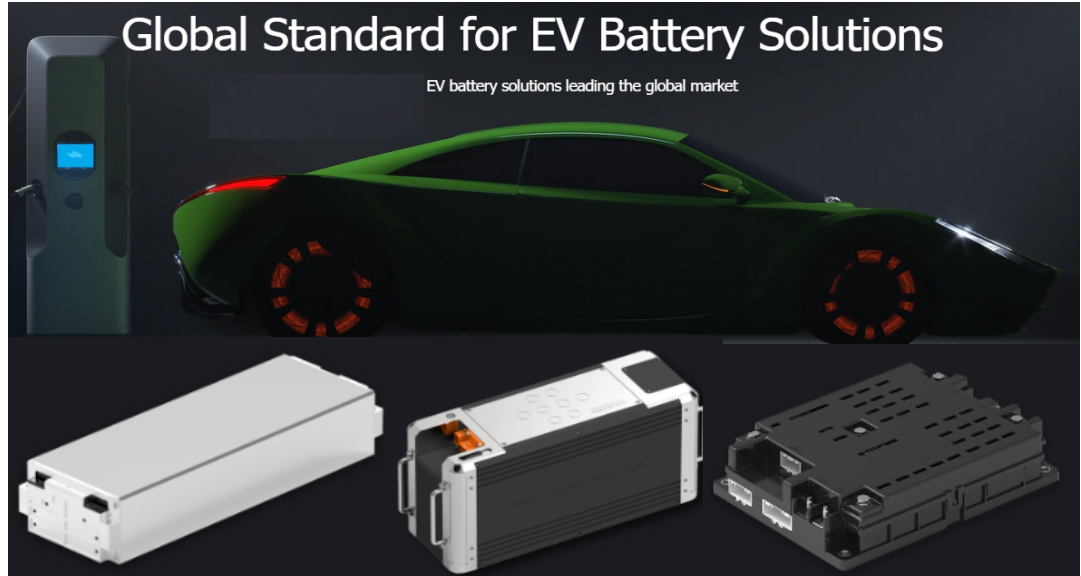
Design

Develop

Manufacture

Battery (ESS)

MULTITECH



- Application for monitoring battery of Car and Golf cart in US.

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT

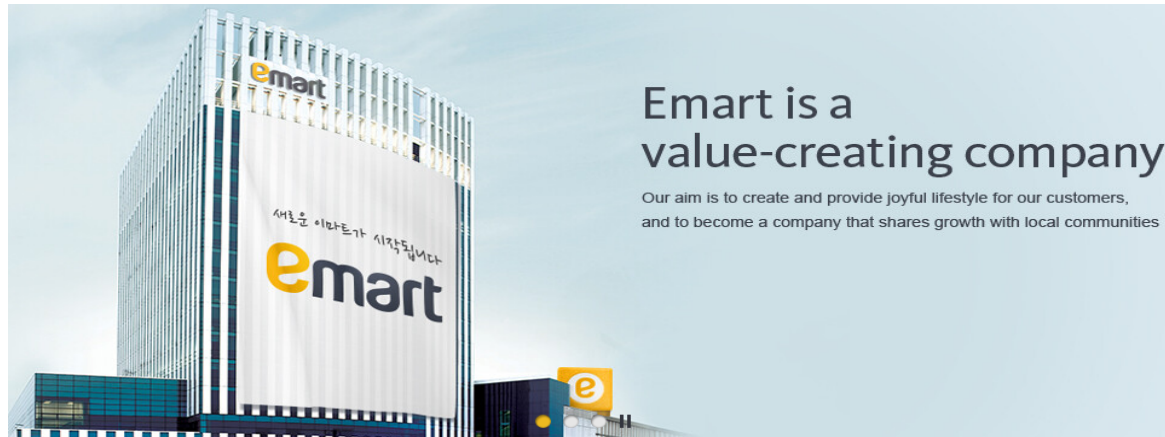


Design

Develop

Manufacture

E Mart



E mart is a
value-creating company

Our aim is to create and provide joyful lifestyle for our customers,
and to become a company that shares growth with local communities

- Monitor air quality
- LoRa GW : MTCDDT-246A-923-KR.



INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



Design

Develop

Manufacture

JFE Holdings

<https://www.jfe-eng.co.jp/en/products/environment/>



Name	Funabashi City Nambu Incineration Plant
Capacity	Stoker-type incinerator 339 tons/day (113 tons/day x 3 furnaces)
Completion	March 2020



Name	Higashi-Osaka Urban Cleaning Facilities Association Plant No. 5
Capacity	Stoker-type incinerator 400t/day (200t/day x 2 furnaces) Bulky waste treatment facility 50t/day
Completion	Completion: April 2017



Name	Kumamoto City Seibu Incineration Plant
Capacity	Stoker-type incinerator 280 t/day (140 t/day x 2 furnaces)
Completion	February 2016

- Monitor Incineration Plant in the city of Japan.
- MTCDT-L4G1-246A-915.R3-WW

INNOVATIVE COMMUNICATIONS FOR THE INDUSTRIAL IOT



Design

Develop

Manufacture



Yokogawa for Sushi Sensor

<https://lp.yokogawa.com/sushisensor/>



- Has been supporting from 2017 to monitor and control big fan.
- Supplied more than 500pcs GWs
- Installed to all the Osaka Metro which is 120 stations.
- Just started test with Tokyo Metro which has more than 300 stations and Nagoya as well.

Cybersecurity Management

MultiTech Corporate Highlights

- 3rd party, 24/7 **MDR** (Managed Detection and Response) vulnerability monitoring
- Ongoing vulnerability scans of systems, websites, and services
- Cybersecurity insurance requiring **2-factor authentication** for access
- **SAT** (Security Awareness Training) for all employees Compliance Standards
- **SoC 2** (System and Organization Controls) Protecting customer data
- **ISO 27000** – Information Security Compliance (roadmap) Manufacturing
- **Air-gapped** manufacturing networks are isolated from other enterprise systems and the Internet

Cybersecurity Incident Response

- A **dedicated team** to respond to changing security threats in the market
- **Regional Security Standards**
 - Cyber Resilience Act – EU
 - PTSI – UK
 - California AB 1906 – US
 - ANATEL ACT 77 – Brazil
- **International Security Agencies**
 - NIST – National Institute of Standards and Technology
 - CVE – Common Vulnerabilities and Exposures





Simplifying the Connected Product,
Connected Service Journey

Thank You

for additional questions
please contact:

Christina Tsang

+852 9263 8093: [Mobile](#) | [WhatsApp](#)
info@unitednet.com.hk